

# Queensland on Tour Japan 2019

Tuesday 3 – Saturday 7 September 2019  
Osaka and Tokyo, Japan



TOURISM  
& EVENTS  
*Queensland*

## Objectives

The objectives of the **Queensland on Tour Japan 2019** trade mission are to:

- increase awareness of Queensland as a destination
- raise the profile of Queensland's key experiences and tourism product suppliers
- strengthen business opportunities with key trade partners and maintain new and/or existing relationships with product and marketing managers
- provide meaningful training sessions for retail and group sales staff
- generate media exposure for Queensland in Japan

We expect to meet with approximately 300 partners from the Japan tourism industry. Some changes to the program in 2019 will see the consolidation of events in Tokyo and Osaka, the two main source markets, plus a greater focus on retail and group sales staff in the Kanto region compared to previous years.

## Eligibility to Participate

**Queensland on Tour Japan 2019** is an extremely popular trade mission with Queensland industry. Accordingly, strict criteria exist to deliver maximum benefit for participating Queensland operators.

To optimise workshop appointment schedules, only 20 slots will be available. Tourism and Events Queensland (TEQ) reserves the right to determine final product participation for the Queensland on Tour Japan 2019 mission based on the event criteria. The decision made by Tourism and Events Queensland will be final.

### **Newcomer Mentor Program**

In conjunction with the 20 slots, TEQ will also trial a small number of Mentored Delegate slots for first time operators (i.e. attending a Queensland on Tour Japan mission for the first time) offered at the same rate as Secondary Delegates.

Mentored Delegates will be paired with an established product representative who is willing to mentor newcomers. This program is an opportunity to introduce your product to the Japan market, with the assistance of an experienced colleague.

Products who wish to participate as a newcomer for Queensland on Tour Japan 2019, and established product representatives who are interested in being a mentor can indicate this when completing their registration (via the link on page 6). Should you have any questions on this opportunity, please contact Paul Summers ([paul.summers@queensland.com](mailto:paul.summers@queensland.com)).

### Applicants must meet and be able to demonstrate the following criteria:

- Suitability of product for the Japan market
- Availability of product in the Japan market, appropriate booking facilities or inclusion in trade programmes, and a brochure suitable for the Japan market
- Demonstrated marketing activities in the region including advertising in trade/consumer promotions and/or participation in previous in-market initiatives
- Long-term operational stability and commitment to selling to the Japan market
- Participants must have no outstanding debts with Tourism and Events Queensland
- Receipt of requested materials and payment by deadline dates
- National operators or products representing destinations other than Queensland will be requested not to promote or sell those products – total emphasis must be on Queensland-based products
- Preference will be given to applicants who demonstrate active participation in Regional and International Inbound Tourism forums
- Preference will be given to relevant product represented by a Queensland/Australia-based delegate

## Participation Package: (based on one delegate)

- 4 nights' 5-star accommodation (single room occupancy) including breakfast
- Queensland on Tour Japan briefing and market update
- Bullet train transfer between Osaka and Tokyo (luggage and collateral sent by separate courier)
- Industry training and networking events in each city
- All catering (buffet, beer, wine and soft drinks) at all functions
- All attending agents will receive a mission manual containing participants' product information
- Delegation will be escorted by the TEQ Japan team throughout the entire mission

The participation package excludes the following:

- Items of a personal nature such as laundry, mini bar, phone expenses
- All other ground transfers not outlined in the program
- Meals and beverages not outlined in the program
- Accommodation outside the Queensland on Tour Japan 2019 program dates
- Brochure shipment or freight charges
- Travel insurance, passport and visa applications
- Flights between Australia and Japan

## Delegate Application and Payment for Queensland on Tour Japan 2019

**Total cost:**     **AUD 4,500 (plus GST) Primary Delegate**  
                          **AUD 2,500 (plus GST) Secondary or Mentored Delegate**

A delegate application form must be submitted online by **Friday 31 May 2019**. TEQ will not process any applications without submission of all the required information.

**Payment:** An invoice for the total participation fee for primary and secondary delegates (or mentored delegates if applicable) will be sent in **July 2019** and must be paid within TEQ's payment term deadlines.

This mission will consist of 20 suitable Queensland products (with appointment schedules) plus the team of Tourism and Events Queensland Japan.

Tourism and Events Queensland reserves the right to select final participants should the mission be oversubscribed. Failure to meet deadlines and payment will result in the cancellation of your application, as space is limited.

Should your application be successful, confirmation of your participation will be sent to you via email from the TEQ Japan team on **Friday 14 June 2019**.

## Cancellation and Refund Policy

For cancellations received before Friday 2 August 2019  
For cancellations received after Friday 2 August 2019

Refund of total fee applies.  
No refund will be made.

All cancellations must be confirmed in writing to [paul.summers@queensland.com](mailto:paul.summers@queensland.com).

## Key Dates and Deadlines

Please take note of the key dates and deadlines outlined below. Adherence to these deadlines will assist you in planning your participation in the **Queensland on Tour Japan 2019** mission.

Applications open	Monday 29 April 2019
Applications close	Friday 31 May 2019
Acceptances advised	Friday 14 June 2019
Invoices issued	Monday 15 July 2019
Cancellation fees applicable from	Friday 2 August 2019

## Air Travel

### International Flights:

International flights to/from Australia or any other destination to the start destination and from the end destination of the itinerary will be the responsibility of the participant.

## Accommodation

Pre and post accommodation can be arranged at the same accommodation used in the itinerary. Additional nights outside the official itinerary will be at your own expense.

## Transfers

Transfers outside the official itinerary will be at your own expense. Please refer to participation package exclusions on previous page.

## Miscellaneous

### Shipment:

TEQ Japan will create a dedicated Queensland on Tour Japan 2019 product manual containing collective participants' product information. You will be contacted in June 2019 to provide this information. Additionally, you are welcome to distribute your own material during the sessions in Tokyo and Osaka.

### Decoration and Giveaways:

**The venues will be decorated with generic Queensland posters and pop-ups. Please refrain from bringing your own pop-ups, however, you are invited to decorate your individual table.** You are also more than welcome to bring along **small giveaways** for the participating travel industry contacts to be given out during your presentation/meetings.

### Experience Queensland Prize:

One airline ticket will be given away during the events in Osaka and Tokyo. The prize winners will travel to Queensland to experience and learn about your products in person. Please let us know if you would like to offer complimentary accommodation or admission for tours/attractions. Please provide us with a clear definition of what travel component you would like to donate when requested.

## Travel Insurance

All participants are responsible for personal travel and health insurance including public and products liability, workers compensation and property insurance coverage for the duration of the mission. It is highly recommended that coverage be purchased prior to departure.

Please note that should you miss mission activities as a result of being "bumped" en route or if you wish to deviate from the itinerary at any time, it will be your responsibility to catch up with the remainder of the group. There is no reduction in costs for delegates who do not use accommodation, flights or transfers or attend functions as outlined in the itinerary.

TEQ does not accept responsibility or liability for any loss or injury suffered by participants or visitors who attend any part of the mission. It is the responsibility of each participant to arrange insurance for or on behalf of yourself, your properties and/or visitors attending the mission. TEQ does not provide any indemnity for loss or injury suffered by participants or visitors.

## Itinerary for Queensland on Tour Japan 2019

### **Day 1**                      **Tuesday 3 September 2019**                      **Osaka**

Afternoon                      Arrive in Osaka and check into accommodation  
Evening                      Dinner with VIP trade partners

*Overnight:*                      *InterContinental, Osaka*

### **Day 2**                      **Wednesday 4 September 2019**                      **Osaka**

Morning                      Queensland on Tour Japan and market update briefing  
One-on-one sessions followed by networking lunch  
Afternoon                      Free appointments  
Evening                      Transfer to Tokyo  
Dinner – own arrangements

*Overnight:*                      *Imperial Hotel, Tokyo*

### **Day 3**                      **Thursday 5 September**                      **Tokyo**

Morning                      One-on-one sessions with group sales staff  
Lunch                      Joint lunch session sponsored by Jetstar  
Afternoon                      One-on-one sessions with retail sales staff  
Evening                      VIP Dinner in Tokyo CBD

*Overnight:*                      *Imperial Hotel Tokyo*

### **Day 4**                      **Friday 6 September**                      **Tokyo**

Morning                      One-on-one sessions with key product decision-makers  
Lunch                      Joint lunch session sponsored by Qantas  
Afternoon                      Continue one-on-one sessions with key product decision-makers  
Evening                      Closing supper with mission members

*Overnight:*                      *Imperial Hotel Tokyo*

### **Day 5**                      **Saturday 7 September**                      **Tokyo**

Morning                      Check-out of accommodation and depart Tokyo

*\*\* Please note the above is a draft schedule of events. A final schedule will be sent closer to the time of the mission.*

## Queensland on Tour Japan 2019 Application Process

The application process for the Queensland on Tour Japan 2019 mission is via an online registration form. Your application must be completed using this online system. Submission of an application does not guarantee a place on the mission. Applications will be assessed based on the selection criteria and tourism suppliers will be notified in writing as per the key dates outlined above.

**Applications close on Friday 31 May 2019**

**[Click here](#) to view the online application form**

### Terms and Conditions

Terms and conditions apply to participate in the Queensland on Tour Japan 2019 mission. These are outlined via the application process (please refer to the Eligibility to Participate section of this prospectus) and participants are asked to sign indemnity forms on acceptance of their place in the mission.

### Contact Us

For any questions relating to the Queensland on Tour Japan 2019 mission please contact:

**Paul Summers**

E: [paul.summers@queensland.com](mailto:paul.summers@queensland.com)